

**A RESOLUTION  
BY FINANCE EXECUTIVE COMMITTEE**

**A RESOLUTION AUTHORIZING THE MAYOR OR HER DESIGNEE TO  
ACCESS CONTRACTING OPPORTUNITIES FROM THE STATE OF  
CALIFORNIA'S FAST OPEN CONTRACTS UTILIZATION SERVICES AND  
FOR OTHER PURPOSES.**

**WHEREAS**, Fast Open Contracts Utilization Services ("FOCUS") agreements are California's nationwide, local government-to-government purchasing program that allows cities, counties, schools, special districts and other public entities to acquire technology products and services quickly, easily, and at competitive rates; and

**WHEREAS**, Article X, Section 2-1602 of the Atlanta City Code authorizes the Chief Procurement Officer to engage in cooperative purchasing of supplies, services or construction from public procurement units; and

**WHEREAS**, Article X, Section 2-1601 of the Atlanta City Code defines a public procurement unit to include "any other entity which expends public funds for procurement of supplies, services or construction"; and

**WHEREAS**, the City of Atlanta is a public entity capable of using the agreements in the FOCUS program within the definition of "public entity" set forth in California Government Code Section 6500; and

**WHEREAS**, the City of Atlanta is outside of the State of California but is authorized to use a FOCUS agreement pursuant to California Government Code Section 6502; and

**WHEREAS**, FOCUS agreements are competitively procured for state and local governments, which have purchased in excess of \$50,000,000 in technology goods and services for use by numerous local jurisdictions, schools and special districts, as well as state and federal agencies; and

**WHEREAS**, FOCUS program vendors provide a wide array of products and services, including, but not limited to, standard and advanced information technology, telecommunications, imaging and homeland security technology; and

**WHEREAS**, the City has identified a FOCUS agreement for telecommunications equipment, however, the terms of the FOCUS program require prior adoption of legislation by City Council to authorize the use of any FOCUS agreement..

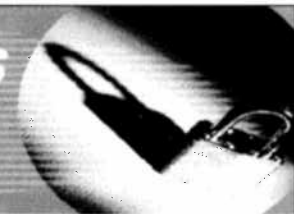
**THE CITY COUNCIL OF THE CITY OF ATLANTA, GEORGIA, HEREBY  
RESOLVES** that the Mayor or her designee is authorized to access information

technology, telecommunications, imaging and homeland security technology products through the FOCUS program.

**BE IT FURTHER RESOLVED** that all FOCUS agreement purchases shall be subject to the adoption of authorizing legislation and an approved appropriation by the Atlanta City Council pursuant to Article X of the City of Atlanta Code of Ordinances, Real Estate and Procurement Code.



# Telecommunications Products and Services



## FOCUS Program

Telecommunications  
Products and Services

***Streamlined, Straightforward Technology Purchasing for Public Sector***

**Contract Number**  
2005081

**Contract Date**  
Valid through  
April, 2007  
(extensions to 2011)

**California  
Government  
Codes**  
Section 6500  
Section 6502

### Program Information

Susan Leonard  
925-824-8119  
sue.leonard@att.com

**AT&T**  
**DataComm**

**FOCUS** -- Fast Open Contracts Utilization Services -- is California's only nationwide, local government-to-government purchasing program. It allows State agencies, cities, counties, schools, special districts and other public entities to acquire technology products and services -- quickly, easily, and at competitive rates. The program is administered by the County of Merced in California.

**BENEFITS:** FOCUS gives you access to pre-screened, competitively bid vendors in the technology industry, so that you can avoid the expense and delay of a protracted government RFP process. **Fully compliant with public and State procurement law, FOCUS is:**

- **Efficient:** Pre-qualified, pre-quoted, legally compliant products and services from AT&T DataComm eliminate the need for a formal vendor bid process -- saving you work-hours and calendar days.
- **Economical:** Competitive bidding and the power of volume purchasing yield more product and service for less cost from AT&T DataComm. There is **no charge for shipping**, further reducing your costs.
- **Reliable:** With a proven record of accountability since its inception in 1997, FOCUS ensures value and quality through constant monitoring of AT&T DataComm's pricing, quality and service.
- **Flexible:** AT&T DataComm, as a vendor-partner, offers a broad spectrum of information technology products and services to meet a wide range of needs.

There is **no charge** for you to take advantage of the benefits of FOCUS -- no associations to join or administrative fees to be paid. Costs for program management are borne by the vendor-partners.

**If you purchase technology products and services for a public agency, FOCUS is your ticket to streamlining the procurement process.**

For further information, see <http://www.gov2govfocus.org/>



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As used in this article, "public agency" includes, but is not limited to, the federal government or any federal department or agency, this state, another state or any state department or agency, a county, county board of education, county superintendent of schools, city, public corporation, public district, regional transportation commission of this state or another state, or any joint powers authority formed pursuant to this article by any of these agencies.

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Washington

This article does not authorize any state officer, board, commission, department, or other state agency or institution to make any agreement without the approval of the Department of General Services or the Director of General Services if such approval is required by law.

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## **Legislation Summary**

**Committee of Purview:**

**Caption**

**A resolution authorizing the Mayor or her Designee to access contracting opportunities from the State of California's Fast Open Contracts Utilization Services ("FOCUS").**

**Council Meeting Date:**                      **October 05, 2009**

**Legislation Title:**                      **Resolution authorizing the Chief Procurement Officer to utilize the State of California's Fast Open Contracts Utilization Services ("FOCUS") program to cooperatively purchase goods and services on behalf of the Department of Information Technology.**

**Requesting Department:**                      **Department of Information Technology**

**Contract Type:**                      **N/A**

**Source Selection:**                      **State of California's Fast Open Contracts Utilization Services ("FOCUS")**

**Bids/Proposals Due:**                      **N/A**

**Invitations Issued:**                      **N/A**

**Number of Bids/  
Proposals Received:**                      **N/A**

**Bidders/Proponents:**                      **N/A**

**Justification Statement:**                      **N/A**

**Background:**                      **N/A**

**Fund Account Centers:**                      **N/A**

**Source of Funds:**                      **N/A**

**Fiscal Impact:**                      **N/A**

**Term of Contract:**                      **N/A**

**Method of Cost Recovery:** N/A

**Approval:**

**DOF:**

**DOL:**

**Prepared By:** Patricia Lowe, Buyer

**Contact Number:** 404.330.6583

**Part II: Legislative White Paper:** (This portion of the Legislative Request Form will be shared with City Council members and staff)

**A. To be completed by Legislative Counsel:**

**Committee of Purview:** FINANCE/EXECUTIVE

**Caption:**

**A RESOLUTION AUTHORIZING THE MAYOR OR HER DESIGNEE TO ACCESS CONTRACTING OPPORTUNITIES FROM THE STATE OF CALIFORNIA'S FAST OPEN CONTRACTS UTILIZATION SERVICES AND FOR OTHER PURPOSES.**

**Council Meeting Date:** September 21, 2009

**Requesting Dept.:** Information Technology

**B. To be completed by the department:**

**1. Please provide a summary of the purpose of this legislation (Justification Statement).**

DIT would like to utilize California's FOCUS program to cooperatively purchase goods and services.

**2. Please provide background information regarding this legislation.**

Fast Open Contracts Utilization Services ("FOCUS") agreements are California's nationwide, local government-to-government purchasing program that allows cities, counties, schools, special districts and other public entities to acquire technology products and services quickly, easily, and at competitive rates

**3. If Applicable/Known:**

- (a) **Contract Type (e.g. Professional Services, Construction Agreement, etc):** Cooperative Purchase
- (b) **Source Selection:** n/a
- (c) **Bids/Proposals Due:**
- (d) **Invitations Issued:**



- (e) Number of Bids:
- (f) Proposals Received:
- (g) Bidders/Proponents:
- (h) Term of Contract: n/a

4. Fund Account: n/a

5. Source of Funds: n/a

6. Fiscal Impact:

7. Method of Cost Recovery:

**This Legislative Request Form Was Prepared By:** Kathleen Lane, DIT Compliance Analyst

TRANSMITTAL FORM FOR LEGISLATION

TO: MAYOR'S OFFICE

ATTN: GREG PRIDGEON

Dept.'s Legislative Liaison: Kathleen Lane

Contact Number: 404-335-1983

Originating Department: Department of Information Technology

Committee(s) of Purview: Finance/Executive Committee

Chief of Staff Deadline: September 1, 2009

Anticipated Committee Meeting Date(s): Sept 15 & 16, 2009

Anticipated Full Council Date: September 21, 2009

Legislative Counsel's Signature: *Angela Kula*

Commissioner Signature: *Don Smith*

Chief Procurement Officer Signature: *Adam Smith*

CAPTION

A RESOLUTION AUTHORIZING THE MAYOR OR HER DESIGNEE TO ACCESS CONTRACTING OPPORTUNITIES FROM THE STATE OF CALIFORNIA'S FAST OPEN CONTRACTS UTILIZATION SERVICES AND FOR OTHER PURPOSES.

Mayor's Staff Only

Received by CPO: \_\_\_\_\_ Received by LC from CPO: \_\_\_\_\_  
(date) (date)

Received by Mayor's Office: 9.2.09 Reviewed by: *[Signature]*  
(date) (date)

Submitted to Council: \_\_\_\_\_